

# **TRADING WITH MEXICO**

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Trading with Mexico by Wallace Thompson

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**WALLACE THOMPSON**

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WITH MEXICO**



## TRADING WITH MEXICO

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BY

WALLACE THOMPSON

AUTHOR OF "THE PEOPLE OF MEXICO"



NEW YORK  
DODD, MEAD AND COMPANY

1921

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TO

ALBERT BACON FALL

A Statesman Whose Insight and Whose  
Knowledge of Mexico Have Long  
Sustained the Faith of Those  
Who Love Her Best.





## PREFACE

THE book whose pages follow is the result of a conviction, firm-rooted in observation and experience, that the American business man prefers to judge for himself. He wishes the facts, and beyond all the fundamental facts, and when he has them his judgment is sure, quick and final. It is to men who think in this way that this book is addressed. It is the story, told as concisely as the facts permit, of conditions as they truly exist in the great land which, like a cornucopia, stretches to the south of us. It is written for the business man of the United States, definitely, with such limitations as exist for such a book—its value to the European may be the greater because it does not seek to straddle the national issue.

I have written other books on Mexico. One has seen the light of publication before this volume was written.<sup>1</sup> I have sought, in these other volumes, one upon the people of Mexico and one upon the psychology which governs their actions in social and in business life, to lay a solid ground for the understanding of the country and its people. In the book which is offered here I give, freely, openly, without apology, the facts of a commercial

<sup>1</sup> *The People of Mexico*. Harper & Bros., New York, 1921. The companion book, *The Mexican Mind*, is in preparation for publication as this present volume goes to press.

situation which to me is the most astounding condition in the business world to-day. I picture, with the simplicity of truth, a country of vast natural mineral resources, but virtually no agricultural wealth, a country with almost no consuming population, a country of radical governments which have sought, frankly, to destroy capital and the machinery of Mexico's own wealth. I have told but little of the famous resources of Mexico—those are described elaborately in many works. I have told little of the labor of Mexico, for this is yet to be harnessed. I have described none of the great industrial needs of Mexico, because those are obvious to all who run.

I have sought, rather, to set down those phases of Mexican life to-day which are the background of Mexican business. I have dared—what no man with less faith in the American business man would dare to do—to set forth honestly the truth about Mexicans of to-day, the secrets of Mexican government, the facts of Mexican “bolshevism,” the horrors of Mexico's degeneration under the rule of her predatory *caciques*. These to me are the fundamentals of Mexican trade, just as they are the fundamentals of Mexican politics and of the life of the Mexican people to-day. I have sought to set them forth in their relation to the grave issues of world trade, to set them in their relationship with the ways of men in business and

with the ways of business in its relationship to human life.

I am a friend of Mexico. Few who have written of her life have been more deeply interested in her welfare. I should like to lay here the foundations for a solution of the Mexican business problem by setting forth the unhappy picture, ignoring no detail, seeking no self-deceit, as is too often the practice of those who write on Mexico. I believe that more will be gained, more business of a solid sort won, by those who realize and recognize the truth of conditions in Mexico, than by those who deliberately close their eyes to those conditions.

Let us have the truth, then! Let us face the Mexican trade problem as it is, with its vast potentialities balanced, as they actually are, by the sinister elements of ignorance, bitter poverty and racial conservatism. Let us see the problem while we see the golden goal. For this problem is no mere issue of beating the British or the Germans to a thriving market. It is an issue of bringing into being the purchasing power of a populous nation, which is bowed down to-day by the horrors of revolution, of unthinking radicalism, of national degeneracy. He who shall solve that problem will win the trade of Mexico when she has trade. That is all which is to be known, and the only issue to be faced.